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THE 16TH DAY OF JUNE, A. D., 1882

Glades Iron Works, TOWN OF GLADESVILLE,

COMMISSIONER'S SALE OF A VAL-

Mutual Life Insurance Co.,

Which are the Lowest Rates Annual Premium for an Insurance of \$1,000, age 35. Mutual Life Ins. Co., of N. Y. - - \$22 42

THE MANUFACTURERS'

Fire Insurance Company,

OF WHEELING, K. VA. 02cc-No. 51 Twelfth St., under Washington Hall. Capital, - - - \$100,000.

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Bealers in all kinds of lead, wrought and east Iron Mass sewer pipes and chimmey tops, steam and water ranges, siphon pumps, safety valves, bath labs, sinks, dec. Sole agents for the AREAD OF ALL COMPETITION.

Celebrated Cameron Steam Pump, And Underwriters' Gas Machine. Orders from the country promptly filled. macs

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All orders promptly attended to. ja4

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All work done promptly at reasonable prices.

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Tey are furnished with self-locking past that cannot slip, no matter how much it is worn and battered, and the revolving knives are arranged so that they throw all the cut pass backwards.

Set U e Philadelphia before you buy.

Do not forget that the best is the encapest in the end.

I Sell is 116 in Moyers (a) 210, 20. I Sell a 16 in. Mower for \$12 00. A LI, KINDS OF FANCY AND S. E. BOYD
Gued at the bally intelligencer Job Office, Nos. 25
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every bottle to give satisfaction or return the money. Leading physicians testity to lis he-ing harmless and good, eniment divines de-clare it excellent and unequaled and people everywhere bear cheerful and voluntary tes-timony to its great virtue.

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is unfailing and infallible in curing Alcohol-ism and Opium Rating. To come before the public with an absolute cure or a specific to remove the desire for alcoholic stimulants or the habit of opium eating, seems to most, we have no doubt, an absurbity, such is the

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Bruises, Asthma, Catarrh Coughs, Colds, Sore Throat Diphtheria, Burns, Frost

ealers everywhere. Directions In eight language Price 50 cents and \$140.

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Printing of weited menially, casis rest, these Printing will be reld for the level invertige of mineral that may be found in a range of the Sold erceywher. For parapheter vitate S. B. HARTHAN 2.Co., Obsert, Onto. If you are sick, feel leddy, or in my ways marell, take Printing and regulate the bow-clavith.

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ion.

ZENOBIA (52.) is a new Grand Opera, just out.
It is by S. G. PRATT. The subject is a noble and
heroic one, and the scenes are employed of being
made most attractive. Will soon be given; Mis
Annie Cary taking the principal role.

DON MUNIO (\$1.50) by DUDLEY BUCK, is a
Grand Cantein, founded on a legend of the Cru-

sider. 16th PRALM (80 cts.) by DUDLEY BUCK, is

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F. ROOT.

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Two Cantatas which are most appropriate to the flower and excursion reason.

OLIVER DITSON & CO., Beston. C. H. DITSON & CO., 843 Broadway, New York,

THE PHILADELPHIA LAWN MOWER

BUFFALO, N. Y., D. S.

A leading dry-goods firm in St. Louis lately offered a prize of \$25 for the best essay on the subject of how to wait on a customer, and the following was the win-ning contribution. It is republished for the benefit of the dry-goods clerk and his

many customers:

The above phrase, when analyzed, is very suggestive. Why should the word "wait" be used in this connection instead of any word implying "service"? Milton says, speaking of Christian duty:

"They also serve who only stand and wait."

It may seem almost irreverent to apply the words in this connection, but those who stand behind counters doubtless find it sometimes the hardest kind of service to "stand and wait," and can appreciate the significance of making the word "wait," with the preposition following, the technical term for attending to the wants of customers. If there is any class of people who learn practically how to conjugate the verb "to wait" in all its moods and tenses it is our our salesmen and saleswomen; those who wait, wait, wait from morn till night, day after day, week after week, while the fasticious compare thits and shades and fabrics, the captious find fault, the impatient fret and scoid, the close challer and cheapen, while the gossips relate their family affairs or discuss the latest scandal with their friends, and the idlers, who only come to kill time and exhibit their toilettes, dawdle over trifles or pile the counters with goods they have no intention of buying. We have watched such proceedings until we thought life must be a burden to such long-suffering individuals, and that by Saturday night they would be ready to take up the wait of Tennyson's "Mariana"—

I would that I were dead."

But there is another side to the picture. If clerks have grievances, so, most assurded, have customers. There are clerks and clerks. For example, there is the conceited specimen, usually masculine, who knows nothing at all, and moves like an automaton. Then there is the beautiful tone, "What shell I show you to-day?" He praises his wares, and artfully seeks to latter when his customer is green and wheedle her into purchasing, whether she will or no. "Whe color? No, we are just out of that, but peacek blue is all the style now, would be so becoming to you!" There is the languid, listless

them of the old maxim:

HONESTY IS THE HEST POLICY.

When you have been once deceived and cheated, you steer clear of that place forever after, and one sale will not compensate for the loss of a regular customer. Such instances are frequent, and an honest dealer often loses much by a tricky salesman who thinks himself remarkably sharp. Clerks are sometimes absolutely rude. These are rare, but we have seen them even in St. Douis, who whistled while waiting, indulged in flippant asides with their comrades, and illy concealed their impatience as it grew near lunch time. We are glad to say these are all exceptional cases. For one who is disagreeable or inefficient, there is a large proportion who are civil and obliging.

But how to wait on a customer, and how to scene employes who understand the art, are important questions to dealers, for art, are important questions to dealers, for each of the medicine at the World's Epi-

there is a magnd obliging.

It is to wait on a customer, and how a more an interest on the majoritant questions to dealers, for sold salesmen employed in any est, and is quite as important a factor access as the style of goods display, appears who have been disgusted or ad, or illy-treated in any way, will be sevent a repetition of such accounter or any control of the medicine at the World's Eppreter of the medicine at the World's Eppreter

been said that every man thinks

as to make his services invaluable to his employers.

It has been said that every man thinks he can edit a newspaper or run a hotel. This, of course, is an extravagance; but certainly every one thinks that every man, wo man and child can self goods, whereas, to do it satisfactorily is, like everything else, an art to be learned, and the model salesman or saleswoman, is as rare as a skilful artisan among 'prentice hands.

To wart on a customer requires, first of all, patience and good temper, screnity, cheerfulness—in a word, good manners. Emerson had said: "Manners are the happy ways of doing things, each one a stroke of genius, or of love, now repeated and landened into usage. They form at lasta rich varnish with which the routine of life is washed and its details adorned.

* * But through the lustrons varnish the reality is ever shining. "No surface irritability and ill temper."

Next to good manners, tact is perhaps the most desirable, quality—a little word, hard to define, but full of meaning. In this women are supposed to execl, and to doubtless our best saleswomen owe their popularity and success. Tact implies quick perception of qualities and circumstances, and the power of adaptation to them. Tact in the power of the power of the bewildered, who don't know what they want, and graciously finds ont everything to a decision, and comes to the rescue of the bewildered, who don't know what they want, and graciously finds ont everything to a decision, and comes to the rescue of the bewildered, who don't know what they want, and graciously finds ont everything to a please them most. The great secret of success in business or in society is the power of reading human nature and playing noon it as a skillful musician plays upon his in strument. Our little weaknesses, follies and whins, our tastes and prejudices, are often better known to our associates than with a dark propularity and success of a Richelieu.

The doctor looked at us reproachfully. "Tam not one to underestimate the value of weaking from those whom JANCEPH'S HONDAGE (8) by CHADWICK.
BELSHAZZ IE (8) by BUTTERFIELD.
Are two secred Canadam introducing, the one Egyptian, and the other. Individual to the content of the co REDEMPTION HYMN (20 cts.) by J. C. D. PARKER, will be most acceptable to choirs and observed.

we imagine, and even visible to chance observers, and an experienced salesman will often measure his customers as they appear, and adopt himself to their idiosyncrasies with the adroitness of a Richelien.

The salesman should, of course, be well posted as to the stock in his department, and ready to give any information desired, sometimes to volunteer information or offer suggestions, but should carefully guard against becoming officions or obtrustive. He who would be a model salesman must seek to attain the happy mean between the extremes to be avoided. He will be neither indifferent nor otrustive, supercillious nor obsequous, neither too formal nor too familiar. He will be alert and setive, but not tiresomely frisky and didgity. He will know his own business thoroughly, but not assume to know yours. He will be courteous, accommodating, truthful, and honest. If to these qualifications he adds the grace and charm of good manners and a moderate amount of tact, his employes may congratulate themselves on scenring a prize, on their part should see to it that he is treated with proper consideration and that his services receive due appreciation and compensation.

After the circus had opened to the public yesterday a gray-haired colored brother, who held the hand of a boy of fourteen as

bead in a solemn manner and observed:

"It's no use to cry 'bout it now, sonny, kase we am not gwine in dar nohow."

"But I want ter," whined the boy.
"In course you does. All chillen of your aige run to evil an' wickedness, an' dey mus' be sat down on by dose wid experience."

alige run to evil an' wickedness, an' dey mus' be sat down on by dose wid experience."

"You used to go," urged the boy.

"Sartin I did, but what was de result? I had sich a load on my conscience dat I couldn't sleep nights. I cum powerful near bein' a lost man, an' in dem days de price of admishun was only a quarter, too."

"Gan't we both get in lor 50 cents?"

"Speck we might, but to-morrer you'd be bilin' ober with wickedness an' I'd be a backslipper from de church. Hush up, kase I ain't got but 30 cents, an dar' am no show for crawlin' under de canvas."

The boy still continued to cry, and the old man pulled him behind the wagon and continued:

"Henry Clay Scott, which had you rather do—go inter de circus and then take the awfullest lickin' a boy ebber got, or have a glass of dat red lemonade an' go to heben when you die? Befo' you decide let me explain dat I mean a lickin' which will take ebery inch of the hide off, an' I also mean one of dem big glasses of lemonade. In addishun, I would observe dat a circus am gwine on in heben all the time, an' de price of admishun am simply nominal. Now, sah, what do you say?

The boy took the lemonade, but he drank it with tears in his eyes.—Detroit Free Press.

Whenever your doctor would give you iron and cod liver oil, the homeopathist would give you sugar and similia similibus curantur. Smile at both, and take Peruna.

William J. Coughlin, of Somerville, Mass says: In the fall of 1876 I was taken with bleeding of the lungs, followed by a severe cough. I lost my appetite and flesh, and was contined to my bed. In 1877 I was admitted to the Hospital. The doctors said I had a hole in my lungs as big as a half dollar. At our time a report went around that I was dead. I gave up hope, but a friend told mo of Dr. William Hall's Balsam for the Lungs. I go a bottle, when to my surprise, I commence

Catarrh of the Bladder

Don't Throw Up the Sponge.

When suffering humanity are enduring the horrors of dyspensia, indigestion, or nervous and general debility, they are too often inclined to throw up the spooge and resign themselves to fate. We say, don't do it. Take Burnock Broon Birrais, the unfailing remedy. Price \$1.00.

cannot take part in the studies, duties, employments, recreations or amusements of an ordinary fellow being. He is an object of horror rather than of pity to his friends. His unfady, never stands still; it is constantly growing worse and more dreadful he fore him stands the awful phantom of insanity. Sleeping or waking he feels that it is there, and that sooner or later it will clutch him; and it does. An epileptic must he, like Job, tempted to curse Heaven and die. Why, it would bring tears to your eyes to read a letter received from a gentleman at Pottsdam, New York, telling how he had two thousand dreadful fits in eighteen months, and is now, thanks to the Nervine, entirely cured. That poor fellow can scarcely find words strong enough to express his feelings. That's the lind of a thing to make a man feel happy."

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Go to your druggist for Mrs. Freeman's New National Dyes. For brightness and dur-ability of color are unequaled. Color from two to five pounds. Directions in English and German. Price 15 cents. naw

Don't doubt-S. S. S. cures all impurities-inatters not of how long standing.



If you are skeptical, and will

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Will be paid any Chemist who will find, on analysis of 100 bottles S. S. S., one particle of Mercury, Iodide of Potassium, or any Mineral substance.

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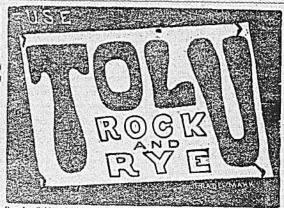
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